

Message Text

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51

ORIGIN AF-18

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DRAFTED BY AF/E:HHJANIN:NB

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FM SECSTATE WASHDC

TO AMEMBASSY LUSAKA

UNCLAS STATE 205139

E.O. 11652: N/A

TAGS: BGEN, ZA, US

SUBJECT: AUTOMOBILE ASSEMBLY IN ZAMBIA

1. PARK SMITH, MANAGER, WASHINGTON OFFICE, GENERAL MOTORS OVERSEAS OPERATIONS, UNDERSTANDS VOLKSWAGEN HAS PULLED OUT OF COMMERCIAL VEHICLE ASSEMBLY VENTURE WITH MERCEDES AND INDECO AND THAT MERCEDES IS NOW SEEKING JAPANESE PARTNER. HE IS UNCERTAIN ABOUT THE PAYLOAD RANGE TO BE ASSEMBLED BY MERCEDES AND ITS YET UNNAMED JAPANESE PARTNER, OR WHETHER MERCEDES PLANS TO GO AHEAD ALONE TO ASSEMBLE VEHICLES IN 9 TO 40 TON PAYLOAD RANGE. HE WOULD APPRECIATE ANY ANSWERS EMBASSY CAN DEVELOP TO FOLLOWING QUESTIONS:

A. HAS MERCEDES ASSOCIATED WITH A JAPANESE MANUFACTURER AND IF SO, WHICH ONE?

B. WHAT IS THE PAYLOAD RANGE TO BE ASSEMBLED BY MERCEDES ALONE OR WITH ITS JAPANESE PARTNER?

C. IS MERCEDES DEAL A FAIT ACCOMPLI OR WOULD GRZ BE INTERESTED IN A NEW PROPOSAL FROM GM TO ESTABLISH ASSEMBLY/MANUFACTURING PLANT FOR A FULL RANGE OF COM-
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MERCIAL VEHICLES OR, ALTERNATIVELY, FOR VEHICLES BELOW
9 TON PAYLOAD RANGE? INGERSOLL

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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